To: Weld County Board of Commissioners  
From: Undersheriff Donnie Patch and Sonja Kohlgraf, SO Budget Manager  
Date 12/11/2019  
Subject: SO Uniform Bid for 2020

The Weld County Sheriff’s Office recently initiated an RFP process for the SO Uniform bid. There are three vendors who submitted an RFP and met the specifications:

- Galls, LLC; Headquarters in Lexington KY with a branch in Denver, CO  
- Kinsco; Longmont, CO  
- SKAGGS Uniforms & Equipment; Centennial, CO

**Business experience:**
Galls: 52+ years  
Kinsco: 2002  
SKAGGS at least 8 years – no exact year given

**Uniform specifications** were met by all three vendors.

**Price comparison** showed that Kinsco is the lowest bidder with $122,151.75 per year, with no price increase for two additional years.
The second highest bidder is SKAGGS with $131,186 for the first year and price increases the following years, dependent on manufactures increases.
Galls’ price bid was $131,920 with price increases for future contract years in response to manufacturing price increases.

The Galls bid is $734 higher than SKAGGS and $9,768.25 higher than Kinsco.

**Lead time to deliver** after receipt of order:
Kinsco: 2 weeks average, if in stock; 3 weeks if items need to be ordered from manufacturer.  
The bid reflects that they will have a minimum inventory of eight short-sleeve shirts and six long-sleeve shirts, in the common sizes; however, the bid states that back order situations are out of their control.
SKAGGS: 5-7 business days if in stock, 2 weeks if items need to be ordered from manufacturer. Skaggs makes no mention of inventory capacity, but states in their bid that they will strive to maintain inventory.

Galls: 1-3 days unless embellishment needed, then 7-10 days. 15-30 days on back-ordered items. Back-ordering is mitigated by significant on-hand inventory plus negotiated safety stock levels with select manufacturers. The Galls’ bid was the only one out of the three that could demonstrate that they have adequate inventory on-hand, using their $80M of in-stock inventory and their negotiated safety stock levels. Buying power through the manufacturer is high, due to the fact that Galls is one of the largest vendors in the uniform industry.

The three bids were individually reviewed and scored by three Sheriff’s Office staff and Galls received the highest scoring based on a quality selection. Of these three vendors, the Sheriff’s Office and the Dept of Purchasing recommends the uniform contract be awarded to Galls, LLC.

Galls, who is the current uniform vendor for the Sheriff’s Office, has extensive business experience and provides excellent customer service through the knowledge and availability of their staff. Their website exceeds the Sheriff’s Office needs regarding ordering and management reporting. Although Galls is priced $9,769 higher compared to the lowest bidder, they do reflect a price that is realistic to the market, and comparable to Skaggs. Kinsco reflects similar pricing per uniform, however quoted no embroidery costs in their bid (value of $4,000-$16,000 based on Galls and SKAGGS respectively).

Prior to the current contract, the Sheriff’s Office contracted with Kinsco; however, the contract was exited early due to order fulfillment issues. It is of paramount importance to the Sheriff’s Office that the vendor has sufficient inventory capabilities to ensure the timely delivery of replacement uniforms for over 330 deputies in the Jail and Patrol divisions, as well as new uniforms for multiple new-hire academies, which range between seven to 20 cadets per academy. The uniform orders need to be filled and delivered in a timely manner, so that deputies and cadets can appear for their work assignments adequately equipped.